

Message Text

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PAGE 01 STATE 053941

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INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/GBURKE/LW

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ARA/BR/TSHUGART (INFO)

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R 050158Z MAR 76

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO

INFO AMEMBASSY BRASILIA

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E.O. 11652: N/A

TAGS: BENC, BR

SUBJECT: MAJOR PROJECT: SUGAR ALCOHOL CONVERSION

REF: RIO DE JANEIRO 0816

1. BOTH DRAVO CORPORATION AND ARTHUR G. MCKEE INC. ARE
VERY INTERESTED IN SUBJECT PROJECT. CONTACTS ARE:

--- EDWIN N. HOWER
--- COMMERCIAL MANAGER INTERNATIONAL
--- DRAVO CORPORATION
--- ONE OLIVER PLAZA
--- PITTSBURG, PA 15222

--- CHARLES GARDNER
--- ARTHUR G. MCKEE INC.
--- 10 SOUTH RIVERSIDE PLAZA
--- CHICAGO, ILLINOIS 60606

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PAGE 02 STATE 053941

2. MEPD HAS ALSO TALKED WITH H. K. FERGUSEN (PART OF MORRISON-KNUDSEN) WHICH IS ALSO VERY EXPERIENCED IN SUGAR PROCESSING. FERGUSON INTERESTED IN PROJECT BUT ASKED CONSULATE TO PURSUE DIRECTLY WITH BRAZILIAN SUBSIDIARY:

MORRISON-KNUDSEN INTERNACIONAL DE ENGENHARIA, RUA PINHERIO MACHADO 22, RIO DE JANEIRO. CONTACT CARLOS HERMANNY, TEL: 285-2644. M-K STATES THAT M-K(U.S.) WOULD PROBABLY HANDLE ENGINEERING FOR PROJECT BUT THAT M-K (BRAZIL) MAY PROVIDE MACHINERY. THEIR ARGUMENT IS

THAT A SUCCESSFUL PROPOSAL MUST MAXIMIZE BRAZILIAN CONTENT (DIFFICULT TO DENY). WE HAVE MADE NO COMMITMENT TO M-K(U.S.) AND LEAVE TO DISCRETION OF CONSULATE QUESTION OF WHETHER TO APPROACH M-K(BRAZIL).

3. WE LOOK FORWARD TO LEARNING RESULTS OF MEETING WITH SUGAR AND ALCOHOL INSTITUTE. WOULD ALSO APPRECIATE POST ADVICE ON HOW BEST TO FOLLOW UP ON OPPORTUNITY. WILL MECHANICA PESADA CONTINENTAL CONTACT FIRMS OR SHOULD U.S. COMPANIES INITIATE CORRESPONDENCE? KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE053941
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/GBURKE/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760084-0951
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760389/aaaadasd.tel
Line Count: 82
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 RIO DE JANEIRO 816
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 16 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <16 JUL 2004 by CunninFX>; APPROVED <19 JUL 2004 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: SUGAR ALCOHOL CONVERSION
TAGS: BENC, BR
To: RIO DE JANEIRO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006